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It is indeed a treatise on applied psychology, much as Professor Walter Dill Scott's works on advertising. In thus broadening the appeal of his subject he has done a valuable service.

There are sixteen chapters, with an introduction, 458 pages in all, followed by a good index. Ten chapters, about three-fourths of the space, develop the general idea of attention, on which the work is based: first, the problem of preparation, the speaker's *attention* to his subject; secondly, the problem of persuasion, the winning of the *attention* of the audience. These are admirable, particularly the study of persuasion, in chaps. xii and xiii. There are, besides, four good chapters on "Study and Delivery of Selections," "Selecting the Subject," "Finding Material," "Plans and Outlines," respectively. Three others, in which Assistant Professor Muchmore has co-operated, on "Gesture," "Platform Manners," and "Voice Training," are good, but scarcely up to the rest of the work in quality; they might better, it seems, have been placed at the end of the volume as an appendix.

Every teacher of public speaking should have this book. But not every teacher will know how best to use it with a class. If Professor Winans will prepare a brief manual for teachers, outlining perhaps not one but several programs of class work, he will make his valuable book still more valuable.

JOHN M. CLAPP

LAKE FOREST COLLEGE

AN OLD TALE IN A NEW DRESS

It is the birthright of the child to know, in the years when they most appeal to him, the old stories that have grown out of the heart and imagination of the race. They contain elements of thought and imagination that the ages have softened and refined and which each succeeding generation has pronounced worthy and significant. Such is this story of *Siegfried*,¹ a translation and a retelling of the famous courtly tale of the Rhine. The old story has in it all the stuff out of which human goodness, valor, courtesy, heroism, and greatness have been and always will be made. In addition to the great moral qualities of the characters, the glamor of the romance and the terror of the tragedy are wonderfully

¹ *Siegfried*. Translated and Adapted from the Middle High German by John Harrington Cox. Illustrated in colors by Frederick W. Raymond. Chicago: Row, Peterson & Co., 1915. Pp. 193. \$0.50

preserved in the simple, stately prose of Professor Cox's rendering. The scholar who with patience and skill puts these old tales into a form to fit the taste and the understanding of children is doing a work worthy of the highest commendation. The book, beautifully illustrated in colors by Mr. Frederick W. Raymond, is especially adapted for supplementary reading in the upper grades, and deserves wide adoption for this purpose. It should also find a place in every school library.

ROBERT ALLEN ARMSTRONG